

# MICROSOFT ADVISORY SERVICES

SoftwareONE's Microsoft Advisory Services are designed to make life simpler for you. Our experienced consultants will help clarify your technology and licensing options so you can get the most from your existing assets and future investments.



Your Current Licensing Position	A Clearly Defined Technology Roadmap	Microsoft Licensing Options Analysis	Microsoft Negotiation Advisory	Microsoft SQL Licensing Optimization
Licensing optimization necessarily starts with understanding where you stand today. Simply having a SAM tool is not sufficient. Our asset management experts will not only clearly define your current entitlement and installs, but they will also be able to apply Microsoft's complex licensing rules to give you definitive compliance status on every area of your Microsoft licensing.	What should your technology roadmap look like? How do you make sure it aligns closely with organizational goals? This workshop will review your current and future use of technologies and products, taking into account commercial, licensing and technical needs and restrictions to help define your roadmap, licensing and contract design.	Our consultants will assess the optimum licensing, contract options and investment profiles for your current and planned deployment of the Microsoft stack. SoftwareONE can provide a comparative analysis with risk analysis and clear recommendations, to enable your stakeholders to deliver on their IT vision while delivering cost efficiency for IT delivery programs.	SoftwareONE's Negotiation Consultants will also help you craft and implement a negotiation strategy with Microsoft including industry benchmarks to ensure that you achieve maximum cost efficiency.	We will help you define your SQL Infrastructure licensing strategy, Current-State and Future state architecture is reviewed, based on current and future requirements. Our consultants work with you to identify opportunities for spend reduction and help inform the optimum licensing and procurement strategy for the business.

Can you justify every dollar of your licensing spend?

Can you guarantee that you got the best deal on your renewal?

## NOW YOU CAN.

Option Description	2017	2018	2019	Years 1-3		
Baseline	\$ 6,174,172.28	\$ 6,174,172.28	\$ 6,174,172.28	\$ 18,522,516.84	Compliance Risk	Moderate - ABC doesn't face a high risk of being out of compliance in the short-term due to the detailed SAM engagement performed by SWO. Per SAM recommendations, to lower compliance risk ABCSF should, 1. Limit number of devices a clinical worker can access email and SFB to one, and 2. Replace Office components with Office suite.
Office 365 EA Optimized	\$ 5,444,469.80	\$ 5,444,469.80	\$ 5,444,469.80	\$ 16,333,409.40	Audit Risk	Low to Medium - Dropping SA on all other SQL CAL's may trigger suspicion on Microsoft's part. Need to explain this situation to Microsoft clearly. All other products should be okay, based on SAM engagement.
On Premise EA Optimized	\$ 5,035,740.20	\$ 5,035,740.20	\$ 5,035,740.20	\$ 15,107,220.60	License Management Risk	Low - Although this scenario does have ABC dropping products off EA, they tend to be overlicensed on these products already and at least one version behind, so the odds are they would not have to cut a PO's for any Project, Visio, Exchange Servers, or SQL CAL's. All other products have true up privileges.

For more information about Microsoft Advisory Services, **please contact your Business Development Manager or Inside Sales Executive today!**